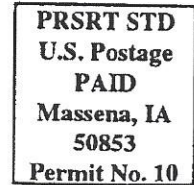




Or Current Resident

Massena 712-779-3515
Cumberland 712-774-5412
Atlantic 712-243-2465
Fontanelle 641-745-3371
Greenfield 641-743-2161
Sorensen 712-774-5389
C-Store 712-779-3440



April 2016

Manager's Corner

We all have heard the phrase "this will be my swan song," so I looked up Webster's definition and he defined it as one's last work, act, or achievement before death, dissolution or retirement. Many of you have heard that I informed the board of directors last December of my intentions to retire as General Manager of the coop effective June 30th of this year. So you might say this newsletter will be my "swan song."

After 36 years at the coop, the last 23 as General Manager, my wife Connie and I, after much thought and consideration, have decided that now is the time for the next chapter in our lives. Although change can be difficult, it is also a time for new ideas and opportunities. I feel this is an exciting time for the 21st Century Coop and hope you will embrace the changes and continue your patronage of this great company. I am confident the Board will find a good replacement either internally or from outside the coop. I will leave with pride in the growth and the improvements that we have accomplished since I began my employment in July 1980 for the Massena Coop.

Since I only get to write my swan song newsletter once, I thought

it would be nice to share some of the more memorable events of my coop career, and some of the accomplishments that many of you will remember and also ones that many of you had an integral part in making happen.

As I stated earlier, I started to work for the Massena Coop in 1980 as a feed truck driver and mill operator at the famed "Green Monster Mill" in downtown Massena. In 1985, during the farm crisis, the coop purchased the Massena Farm Center and moved to its current location on Hwy. 92. The process how the coop purchased that facility taught me a lot about what coops are and the importance of membership involvement. The coop at the time was unable to obtain funds for the purchase through traditional lending institutions. Over the course of one weekend, the board and management went to the country and raised enough money for the purchase, which in my opinion, was probably the single most important event that secured the coop's future. It got the coop into the fertilizer and application business and me out of the "Green Monster."

I became General Manager in the fall of 1992, 1993 we built the C-Store in Massena, which has turned into a good profit center for our coop. In 1997-98, SWIA Egg was formed with the help of the coop's feed sales staff. In March of 1998, the Cumberland and Masse-

na coops merged to form the 21st Century Coop, a move that benefited both coops. In May of 2000, the coop purchased the Terra Fertilizer Plant in Massena, allowing us to continue to grow in the fertilizer and chemical business. In February of 2002, the coop purchased the Fontanelle and Greenfield locations at the Crestland bankruptcy sale, a move that increased our size and scale and kept coop locations alive in both communities. In 2006 we purchased the Sorensen Grain facility south of Cumberland to expand our trade territory. The past 10 years we have built new storage just shy of 1 million bushels to give us a total storage capacity of 4.6 million bushels.

I mentioned earlier about the people who were part of this great ride, whether you were a board member, patron or employee during any of these events, you know who you are and Thank You.

I mentioned last year in our newsletter about agriculture's aging workforce being a challenge for not only our coop, but many like us. Besides my retirement plans, 2 other longtime employees have or are planning to retire. Don Edwards of the Massena location retired on March 31st after 30 years. Don I'm sure remembers a lot of the things I mentioned about the early days of the Massena Coop and was an

Continued on next page...

Manager's Corner,
continued from page 1...

important player getting the liquid fertilizer and application business started in Massena.

Kae Sothman, bookkeeper at the Cumberland office, plans to retire in June. Kae has worked in Cumberland for 43 years, the past 18 working side by side with me. If you want to talk some Cumberland coop history, talk to Kae.

I want to wish both Kae and Don the best with their retirement and thank them for all their years of service to the coop.

We also have some new employees to announce. Jeremy Stone started to work at the Cumberland location last December and Chris Scholl started at the Massena location in February. We have also hired a Livestock Production Specialist (LPS), Tyler Long. Tyler currently is doing an internship with Purina and working 2 days a week for us until he graduates from NWMSU in May and then he will be with us full time.

In closing, I want to thank the numerous directors, employees, patrons and acquaintances that I have had the opportunity to work with over the years in this great community. I am truly blessed.

"My Swan Song"
Randy

Bookkeeping

Doesn't seem like spring should be here already, but there is a hustle and bustle at the coop that assures me, it is time to get in the field! Don't forget to check us out if you are in need of grass seed. We offer several different options and would be happy to help you decide which would best fit your needs. While you are here, don't forget to grab a pair of gloves and save your hands while working in the yard.

Before long, spring will turn into summer and there will be some changes at 21st Century Coop. With the age of the workforce here the "r" word (retirement) is inevitable. Please be patient with us as we transition. You will see some new

faces in places of faces you have known for many years. These people won't know how you have always done things so you may have to explain what you want, who gets billed, where you want your payments to be applied and any other details in order for us to serve you with the efficiency you are used to. We will do this as seamlessly as we can to insure you get the best service possible. We are committed to serving our loyal customers and that will not change.

For your convenience, check out our new night drop box at the Massena location. It is located by the east door of the office building. Please be sure to include the bottom receipt from your bill when submitting payments. It makes it much easier for us to apply them to the proper account. We also ask you to watch the due dates as well. Payments are due on the 15th. If you submit your payment after the 15th, your forfeit your discount. As always, we thank you for your business. Be safe in the field this spring and have a fabulous summer!

--Leann Tibken

Seed Sales

Spring is here. Fieldwork has been moving quickly in preparation for this crop year. We need to remember to do a few things before we rush out and start planting. The first thing we should do is check soil conditions in our fields. A field that is too wet will cause sidewall compaction. The crops' roots will not develop correctly and cause yield loss. The second thing we need to check is our planter. The planter has many things that need to be checked, but a few are easy to overlook. When you get to the field, put the planter in the ground. Measure if both sides of the planter are at equal height. If not, you may be planting half the planter at three inch depth and the other at one and a half. This will cause plants to emerge at different times. The way I always have to remember is that all the plants in the field should emerge within 24 hours of each other. If not, then the

plant that emerges late will not be a productive plant. We also need to check spacing of seed while planting. Correct spacing helps insure that we have the most potential in each plant.

I would like to invite everyone to an Answer Plot event this year. They are not your normal plot. The first event starts when the corn is about four collars. The plot is more about methods to increase yield and not hybrid. If you are interested, call and I can give you more information on the Answer Plot. If you have any questions or are in need of some extra seed, just let one of us know. We have Dave P. in Greenfield, Dave B. in Massena, Steve at Sorensen's, Don in Fontanelle or me to help you with your needs. I thank you for your business.

I hope everyone has a safe and profitable year. Thank you.

--Trent Raasch
515-321-9334

Sorensen News

The weather has sure been nice for March...will it last?? The guys have been moving grain and checking quality. The warehouse is empty, always a good thing this time of the year.

We will be having some concrete work done in April around the big pit. Hopefully, it will solve the drain problems. We are also scheduled to have a new distributor and some new pipes installed this summer. Please call before you haul as during this time we will be unloading at the south pit. There may be some delays.

Steve will be operating a sprayer and Mike will be driving a tender truck soon. Clayton Schmidt will be working with me again this summer. That is, when they can spare him in Cumberland.

As you get busy in the field, please remember to check your bins as the temperature rises. Be safe and enjoy the weather.

--Steve, Mike and Phyllis

Have A Safe Spring!

Agronomy

Spring came in fast the very last of February and into the first week in March. It has been great to get a jump start on anhydrous ammonia and dry fertilizer applications as not much was done last fall due to above normal precipitation. Looking back at my past calendars, this spring is similar to the spring of 2012. I hope this growing season does not end up like 2012 as it was nice in late March and early April, then hot and dry in July and August with corn harvest starting the middle of August.

I want to congratulate my friend and co-worker Don Edwards (Don Ho) on retiring from 21st Century Coop on March 31st after 30 years of dedicated service at the Massena location. He has been a great asset as the main mix master for all of the loads of herbicides that have gone out of the Massena location. He also has been very dedicated during the fall keeping the corn dryer going and assisting customers throughout the year. Thanks Ho!

With crop prices at lower levels, it is still important to apply a good fertility program. Many recommendations this spring have been a minimum crop removal rate, especially on cash rented farms. This will still supply the nutrients needed for the crop. If your soil tests are at high to very high levels, applying dry fertilizer will not get the return on your input investment. You can put that towards more nitrogen or weed control. Nitrogen is still going to be the number one nutrient for corn. The key is to be more efficient on how it is used, whether it be split applications or stabilizing it. We here at 21st Century are looking into newer, more user-friendly products to help stabilize the nitrogen. We are currently using Nutrisphere on the urea and there are products that can be used with 32% nitrogen. We are looking at a stabilizing nitrogen product to be used next fall that can be used with anhydrous ammonia that is user-friendly to the employee, the grower, the anhydrous

equipment and the environment.

Weed management will be crucial again for 2016. Waterhemp is our biggest challenge, but still can be managed. Using an appropriate rate of an effective herbicide against that weed species is very important. We are now in the era of layering herbicide, which means an excellent preemerge residual herbicide followed by another excellent residual herbicide when applying the post emerge application. Yes, there are more costs, but it is the best way to keep the waterhemp under control. Rainfall is always a factor to keep the herbicide active in the weed zone. A great quote from Dr. Mike Owen, Weed Specialist at ISU, "Manage a weed like it is resistant, if you don't, you will." My idea is to put the farmers back into control of their weed management practices, not the weeds controlling the farmers. I feel it is no longer called weed control, but weed management.

Maps will be necessary to get the correct field sprayed. Make sure that boundaries are correct, gates and crossings are marked and the correct name. If there are landlord or grower splits, have them marked also for proper billing. If you have renewed your private pesticide license, please get it to us so we can update our records when purchasing restricted use pesticides.

--Scott Svoboda
Agronomy Manager

Greenfield News

Welcome to 21st Century Coop in Greenfield on this 24th day of March, 2016, with a chance of snow flurries and the Sioux City area getting 12+ inches of blizzard like conditions. No, spring is not here yet, but it did give us a chance to catch up on our NH₃ applications and P&K applications.

With grain prices acting like there may not be any rally in the future, our input costs have to be carefully planned out. There will be a lot of disappointments if we cut back too far on NH₃ & P&K applications. Let's still feed our good CSR soil for the max and cut back on our low-

er CSR soils. Planting populations should not be cut back too far as population deficiencies will severely affect yields.

A lot of inquiries have been made about a 1-pass corn program to eliminate the post spray of outlining our waterways and leaving a trench up and down the hill. We now have a 1-Pass program called Accuron with 4 different modes of action. It may be sprayed pre-emerge or post-emerge. This program will be closely monitored until the 8th collar. If we do have a weed break, the sponsoring company will assist with a respray program. We will still have the customary 2 pass program.

We experienced last year that Liberty beans could interrupt our resistant waterhemp problem. The results were outstanding with clean fields and good production also followed. We still have both programs of RR beans and Liberty beans. The Liberty program will save you money.

We still have free Price Later available if those bins need cleaned out before the planting season. It would be best to pull a load of corn or beans out to ensure the product is in good condition.

We have a challenging year coming up. Let's make sure we take care of ourselves first as far as safety. We will be here if you need us!

Cumberland Station News

Someone once said April showers bring May flowers. Well, what is it when it's 70 degrees in March and everyone thinks spring is here? What does that mean?

Now that spring work is in full swing, we ask that you call in your fuel orders early to assure timely deliveries.

For our sweet corn fans, we plan on having Round-up ready and regular seed again this year.

We are having a closeout sale on Y-tex ear tags this spring. Stop and check out our unheard of prices.

Stop on your way by and see what we can do for you. Thanks for your business.

Dave
Station Manager

Fontanelle News

Early Easter = early spring. So far this season, this is following through. We started the anhydrous season the week of March 7th. This is a good 10 days ahead of last year and I'm happy for that since we only got 1.5 days last fall for any application then. As of this writing, we are well over 50% done on anhydrous applications, have been busy spreading dry fertilizer and gearing up for pasture spraying. Make sure you visit with Don or Trent for all your crop protection and seed needs if you haven't already.

VFD, not RFD-TV, but veterinary feed directive. This is a feed regulation that will be affecting more of us in the near future. As of January 1, 2017, in order for you to purchase feed, use drugs or mineral with a feed drug included, CTC mineral for example, you will have to get a script from your vet before we can sell it to you. These records will need to be kept by the vet, us and you, the customer, for 2 years for any purchases. We have been visiting with some of you about this already, but if you have any questions, don't hesitate to ask us about this.

Another change that has already occurred is our new LPS (Livestock Production Specialist), Tyler Long. He is currently finishing college at NWMSU and is here part-time, but will be full-time after his graduation in May. Look for more details about him in this newsletter. We are excited to have him on board and he will be of great help and knowledge at 21st Century.

Last fall I wrote about where I thought the grain markets were heading in the next 12-18 months. My status hasn't changed much since then - mostly sideways trading with a few blips here and there. The beans have had a nice winter rally since December at around a 50-cent bounce. I am still surprised at the \$8 plus cash market that we have now with the amount of world stocks and South American production. If we have a normal spring planting season and decent grow-

ing conditions through July 1st, I don't foresee much uptrend in the grain markets this year. And now my disclosure statement that two things that can throw cold water on my theory...the value of the US dollar worldwide and it's an election year. How could we forget that one??

Have a safe spring season.

--John Baudler

C-Store News

Hello Spring!

Starting April 1st, we will be staying open until 10:00 p.m. Our April pizza special is a medium BBQ beef or medium taco for \$10.50.

We are looking forward to the Farner-Bocken trade show on April 7 and 8. Keep an eye out this summer for new products and deli items.



And now the best for last...we now have a Schwan's soft-serve ice cream machine. Cones, bowls, and pint-size are available with root beer floats coming soon. The machine dispenses two flavors with vanilla always available. The other flavors we have are chocolate, strawberry, raspberry chocolate chunk and mint chocolate chunk.

Thank you for your support!

--Brenda, Kristen and the C-Store gang

Massena

By the time you read this, 90% of the N, P&K will have been applied. Some of you will be thinking about planting if not already doing so. Don Edwards will be enjoying retirement. Mike Hosfelt will be running the chemical mix plant. Chris Scholl will be the new guy in the sprayer.

I don't think there is any other business that has to deal with change like agriculture does. Crop and cattle prices are up and down at the snap of a finger, input prices are slowly rising and not backing off, new rules with medicated feed and more rules to come with the application of fertilizer and chemicals.

We here at the 21st Century Coop will do everything we can to inform you and assist you with all these changes, plus work with the ones that this business has to abide by. I like hearing input from you, the customer, on what you'd like to see changed.

With that being said, the new bin should be finished up this spring. The corn we have moved out of it has been in good shape.

We are doing a few improvements to the pit dump in the feed mill that should eliminate some problems.

Once again, we would just like to say "thank you" for your support.

--Dave Bissell

Introducing...

Hello, I am Tyler Long, your new Livestock Production Specialist with 21st Century Coop and Purina Animal Nutrition. I am currently a part-time college intern until I graduate from NWMSU in May with a major in Ag Science. At that time, I will become 21st Century's full-time feed specialist.

I am a lifelong resident of Adair County and grew up in the cattle business on my family's purebred seedstock operation and family farm near Orient where I am still actively engaged with the operation.

I look forward to this exciting opportunity, meeting all of you and servicing the valued customers. Please feel free to contact me for any feed business needs you may have.